

Andrea Fosfuri

Full Professor



Knowledge Group: Strategy and Operations

Research Domains: Innovation

Teaching Domains: Technology Management

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Proceedings/Presentations

Securing Venture Capital for Sustainability-Driven Ventures: An Analysis of Funding Delay

CHEN, Y., A. FOSFURI, N. MISANI, "Securing Venture Capital for Sustainability-Driven Ventures: An Analysis of Funding Delay" in The 85th Annual Meeting of Academy of Management, July 25-29, 2025, Copenhagen, Denmark

Balancing Economic Impact and Gender Equity: Public Funding of Female-Led Startups

RATH, J., R. BHAGWAT, A. FOSFURI, "Balancing Economic Impact and Gender Equity: Public Funding of Female-Led Startups" in The 85th Annual Meeting of Academy of Management, July 25-29, 2025, Copenhagen, Denmark

Greening the Portfolio: LP Preferences for Social Impact and Sustainability Orientation of VC Funds

XIONG, Q., A. FOSFURI, N. MISANI, Y. CHEN, "Greening the Portfolio: LP Preferences for Social Impact and Sustainability Orientation of VC Funds" in 84th Annual Meeting of the Academy of Management, August 9-13, 2024, Chicago, IL, United States of America

Fostering Sustainability-Driven Ventures: An Examination of Constraints in Accessing Venture Capital

CHENG, Y., N. MISANI, A. FOSFURI, "Fostering Sustainability-Driven Ventures: An Examination of Constraints in Accessing Venture Capital" in Corporate Responsibility Research Conference, September 6-8, 2023, Cambridge, Great Britain

Research Monographs

A Value-Based Approach to Innovation. From Value Creation to Value Capture

DI STEFANO, G., A. FOSFURI - "A Value-Based Approach to Innovation. From Value Creation to Value Capture" - 2025, Egea, Milano, Italy

Navigating Innovation: Insights from Academic Research

Articles in Scholarly Journals

The missing middle: Value capture in the market for startups

ARORA, A., A. FOSFURI, T. RØNDE, "The missing middle: Value capture in the market for startups", *Research Policy*, 2024, vol. 53, no. 3, pp. 104958

ERC science and invention: Does ERC break free from the EU Paradox?

NAGAR, J. P., S. BRESCHI, A. FOSFURI, "ERC science and invention: Does ERC break free from the EU Paradox?", *Research Policy*, 2024, vol. 53, no. 8, pp. 105038

Strategic Patent Disclosure: Unraveling the Influence of Temporal Preferences

DATAR, A., M. D. AMORE, A. FOSFURI, "Strategic Patent Disclosure: Unraveling the Influence of Temporal Preferences", *Strategic Organization*, 2024

Corporate social responsibility in the global value chain: A bargaining perspective

ASMUSSEN, C. G., A. FOSFURI, M. M. LARSEN, G. D. SANTANGELO, "Corporate social responsibility in the global value chain: A bargaining perspective", *Journal of International Business Studies*, 2023, vol. 54, no. 7, pp. 1175-1192

Out of the trap: Conversion funnel business model, customer switching costs, and industry profitability

ABOLFATHI, N., A. FOSFURI, S. SANTAMARIA, "Out of the trap: Conversion funnel business model, customer switching costs, and industry profitability", *Strategic Management Journal*, 2022, vol. 43, no. 9, pp. 1872-1896

Submarine trademarks

FINK, C., A. FOSFURI, C. HELMERS, A. F. MYERS, "Submarine trademarks", *Journal of Economics and Management Strategy*, 2022, vol. 31, no. 4, pp. 818-840

Waiting for the Payday? The Market for Startups and the Timing of Entrepreneurial Exit

ARORA, A., A. FOSFURI, T. RØNDE, "Waiting for the Payday? The Market for Startups and the Timing of Entrepreneurial Exit", *Management Science*, 2021, vol. 67, no. 3, pp. 1329-1992

A bird in the hand is worth two in the bush: Technology search strategies and competition due to import penetration

MORANDI STAGNI, R., A. FOSFURI, J. SANTALÓ, "A bird in the hand is worth two in the bush: Technology search strategies and competition due to import penetration", *Strategic Management Journal*, 2021, vol. 42, no. 8, pp. 1516-1544

Resource partitioning and strategies in markets for technology

FOSFURI, A., M. S. GIARRATANA, S. S. SEBREK, "Resource partitioning and strategies in markets for technology", *Strategic Organization*, 2020, vol. 18, no. 2, pp. 251-274

How mixed ownership affects decision making in turbulent times: Evidence from the digital revolution in telecommunications

WEHRHEIM, D., H. D. DALAY, A. FOSFURI, C. HELMERS, "How mixed ownership affects decision making in turbulent times: Evidence from the digital revolution in telecommunications", *Journal of Corporate Finance*, 2020, vol. 64, pp. 101626

Orchestrating corporate social responsibility in the multinational enterprise

ASMUSSEN, C. G., A. FOSFURI, "Orchestrating corporate social responsibility in the multinational enterprise", *Strategic Management Journal*, 2019, vol. 40, no. 6, pp. 894-916

Does Greenwashing Pay Off? Understanding the Relationship Between Environmental Actions and Environmental Legitimacy

BERRONE, P., A. FOSFURI, L. GELABERT, "Does Greenwashing Pay Off? Understanding the Relationship Between Environmental Actions and Environmental Legitimacy", *Journal of Business Ethics*, 2017, vol. 144, no. 2, pp. 363-379

Shared Ownership of Intangible Property Rights: The Case of Patent Coassignments

FOSFURI, A., C. HELMERS, C. ROUX, "Shared Ownership of Intangible Property Rights: The Case of Patent Coassignments", *The Journal of Legal Studies*, 2017, vol. 46, no. 2, pp. 339-369

Social Business Hybrids: Demand Externalities, Competitive Advantage, and Growth Through Diversification

FOSFURI, A., M. S. GIARRATANA, E. ROCA BATLLORI, "Social Business Hybrids: Demand Externalities, Competitive Advantage, and Growth Through Diversification", *Organization Science*, 2016, vol. 27, no. 5, pp. 1275-1289

Walking a slippery line: Investments in social values and product longevity

FOSFURI, A., E. ROCA BATLLORI, M. S. GIARRATANA, "Walking a slippery line: Investments in social values and product longevity", *Strategic Management Journal*, 2015, vol. 36, no. 11, pp. 1750-1760

Learning by Hiring: The Effects of Scientists' Inbound Mobility on Research Performance in Academia

SLAVOVA, K., A. FOSFURI, J. O. DE CASTRO, "Learning by Hiring: The Effects of Scientists' Inbound Mobility on Research Performance in Academia", *Organization Science*, 2015, vol. 27, no. 1, pp. 72-89

Not invented here: how institutionalized socialization practices affect the formation of negative attitudes toward external knowledge

BURCHARTH, A. L. D. A., A. FOSFURI, "Not invented here: how institutionalized socialization practices affect the formation of negative attitudes toward external knowledge", *Industrial and Corporate Change*, 2015, vol. 24, no. 2, pp. 281-305

Entry timing strategies: the road ahead

FOSFURI, A., G. LANZOLLA, F. SUAREZ, "Entry timing strategies: the road ahead", Long Range Planning, 2013, vol. 46, no. 4-5, pp. 300-311

Managing licensing in a market for technology

ARORA, A., A. FOSFURI, T. ROENDE, "Managing licensing in a market for technology", Management Science, 2013, vol. 59, no. 5, pp. 1092-1106

Necessity as the Mother of "Green" Inventions: Institutional Pressures and Environmental Innovations

BERRONE, P., A. FOSFURI, L. GELABERT, L. GOMEZ-MEJÍA, "Necessity as the Mother of "Green" Inventions: Institutional Pressures and Environmental Innovations", Strategic Management Journal, 2013, vol. 34, no. 8, pp. 891-909

Building and Sustaining a Product Differentiation Advantage Through a Community-Focused Strategy

FOSFURI, A., M. S. GIARRATANA, E. ROCA BATLLORI, "Building and Sustaining a Product Differentiation Advantage Through a Community-Focused Strategy", Industry and Innovation, 2013, vol. 20, no. 2, pp. 114-132

Community-focused strategies

FOSFURI, A., M. S. GIARRATANA, E. ROCA BATLLORI, "Community-focused strategies", Strategic Organization, 2011, vol. 9, no. 3, pp. 222-239

Masters of War: Rivals' Product Innovation and New Advertising in Mature Product Markets

FOSFURI, A., M. S. GIARRATANA, "Masters of War: Rivals' Product Innovation and New Advertising in Mature Product Markets", Management Science, 2009, vol. 55, no. 2, pp. 181-191

Does The Effect Of Public Support For R&D Depend On The Degree Of Appropriability?

GELABERT, L., A. FOSFURI, J. A. TRIBO, "Does The Effect Of Public Support For R&D Depend On The Degree Of Appropriability?", Journal of Industrial Economics, 2009, vol. 57, no. 4, pp. 736-767

Leveraging resistance to change and the skunk works model of innovation

FOSFURI, A., T. RØNDE, "Leveraging resistance to change and the skunk works model of innovation", Journal of Economic Behavior & Organization, 2009, vol. 72, no. 1, pp. 274-289

Managing knowledge spillovers: the impact of absorptive capacity on innovation performance

ESCRIBANO, A., A. FOSFURI, J. A. TRIBO, "Managing knowledge spillovers: the impact of absorptive capacity on innovation performance", Research Policy, 2009, vol. 38, no. 1, pp. 96-105

A Conceptual Model of Firm Knowledge Base Dynamics in the Context of Mobility of Researchers

SLAVCHEVA, K., A. FOSFURI, J. O. DE CASTRO, "A Conceptual Model of Firm Knowledge Base Dynamics in the Context of Mobility of Researchers", Management Research: Journal of the Iberoamerican Academy of Management, 2008, vol. 6, no. 2, pp. 83-91

The Penguin Has Entered the Building: The Commercialization of Open Source Software Products

FOSFURI, A., M. S. GIARRATANA, A. LUZZI, "The Penguin Has Entered the Building: The Commercialization of Open Source Software Products", Organization Science, 2008, vol. 19, no. 2, pp. 292-305

Product Strategies and Survival in Schumpeterian Environments: Evidence from the US Security Software Industry

GIARRATANA, M. S., A. FOSFURI, "Product Strategies and Survival in Schumpeterian Environments: Evidence from the US Security Software Industry", *Organization Studies*, 2007, vol. 28, no. 6, pp. 909-929

The licensing dilemma: understanding the determinants of the rate of technology licensing

FOSFURI, A., "The licensing dilemma: understanding the determinants of the rate of technology licensing", *Strategic Management Journal*, 2006, vol. 27, no. 12, pp. 1141-1158

Pricing Diagnostic Information

ARORA, A., A. FOSFURI, "Pricing Diagnostic Information", *Management Science*, 2005, vol. 51, no. 7, pp. 1092-1100

Determinants of international activity: evidence from the chemical processing industry

FOSFURI, A., "Determinants of international activity: evidence from the chemical processing industry", *Research Policy*, 2004, vol. 33, no. 10, pp. 1599-1614

Markets for technology in the knowledge economy

ARORA, A., A. FOSFURI, A. GAMBARDELLA, "Markets for technology in the knowledge economy", *International Social Science Journal*, 2002, vol. 54, no. 171, pp. 115-128

Entry (in Dictionary or Encyclopedia)

Not-invented-here syndrome

FOSFURI, A., E. ROCA BATLLORI, "Not-invented-here syndrome" in *Encyclopedia of International Strategic Management*, Christian Geisler Asmussen, Niron Hashai, Dana Minbaeva (Eds.), Edward Elgar Publishing, pp. 314-316, 2024

Limited Partners in the VC Industry

AMORE, M. D., A. FOSFURI, V. PELUCCO, "Limited Partners in the VC Industry" in *The Palgrave Encyclopedia of Private Equity*, Douglas Cumming, Benjamin Hammer (Eds.), Springer International Publishing, pp. 1-9, 2024

Markets for Technology

ARORA, A., A. FOSFURI, A. GAMBARDELLA, "Markets for Technology" in *The Palgrave Encyclopedia of Strategic Management*, Mie Augier, David J. Teece (Eds.), Palgrave Macmillan UK, pp. 1017-1020, 2018

Cases in International Case Collections

Transforming Philip Morris International

FOSFURI, A., A. MINICHELLI - "Transforming Philip Morris International" - 2021, The Case Centre, Great Britain